

Area Sales Manager

Are you passionate about protecting the world's oceans through green technology for ballast water? Are you an experienced maritime sales profile? If you can reply yes to these questions, then we have the right position for you!

BAWAT is looking for an Area Sales Manager for a newly established position.

BAWAT is growing rapidly

Bawat A/S is a Danish-owned company that offers a unique green solution for treating ballast water. Ballast water transported by ships must not be discharged into new waters without treatment. The solution is based on using the ship's waste heat to pasteurise the ballast water. This green technology uses neither chemicals nor additional energy, which makes it unique among the market's competing solutions. It is IMO and USCG approved, patented, and still also holds great development potential. Bawat A/S has already sold ballast-water installations to several of the world's leading shipping companies. The market is very attractive, since the world's collective fleet of ships – large and small, new and old – are now obliged legally to only discharge treated ballast water. Moreover, a unique feature of the technology is that it can be used to great advantage in both ports and shipyards.

In this position, you will be appointed to several territories that align with your previous experience, cultural understanding, and language skills. You will be responsible for the budget for the territories and you will work with both direct sales and sales through external partners. You know how to motivate your external sales partners and you know your way in the ship owners or ship managers offices. You are a convincing and trustworthy profile that can quickly establish the client's confidence in you. You know how to translate complex technical issues to layman language, and you are confident performing presentations for a large group of people. You probably already work for a supplier in the maritime industry.

Professional competencies required for this position:

- Strong verbal and writing skills in English
- Additional language skills are an advantage
- A relevant educational background, technical or commercial
- Strong communication and presentation skills
- Seasoned networker
- Proven international sales track record in the maritime industry
- Cultural understanding
- Technical experience is an advantage
- Experience with selling through dealers/distributors or sales agents is an advantage
- Danish work permit

Personal characteristics for the profile we are looking for:

- Work in a systematic and structured way
- Team player, yet able to reach results on your own
- Pro-active and a go getter

- Door opener
- Extrovert and communicative
- Result oriented
- Competitive personality

Personal characteristics for the profile we are looking for:

- Work in a systematic and structured way
- Team player
- Pro-active
- Extrovert and communicative
- Professional mindset
- Good sense of humour

Working for Bawat A/S as an Area Sales Manager means:

- You will join a team of committed colleagues who are passionate about their work
- You will be a part of a successful and ambitious start-up company
- You will have plenty of opportunities for personal development in a busy working environment with rapid decision-making processes
- You will be part of a team of experts, that are in the forefront of science and technical development
- An attractive compensation package, matching your experience and results, including a bonus if company target is reached
- Extensive travelling 80-100 days/year
- Your daily work place is Agern Allé 24, 2970 Hørsholm

The recruitment process is handled by MARPRO. For questions, please contact Managing Director, Jakob le Fevre, MARPRO on +45 5370 0995.

Application deadline is August 15th, 2020. If interested in being part of the journey, please send your motivated application and CV, by clicking the apply link.

About BAWAT:

The development of an entirely new approach to ballast water management that is simple, flexible, cost-effective, and sustainable led to the founding of Bawat in 2011. Since then, Bawat has built upon its innovative breakthrough to offer targeted, state-of-the art solutions to the maritime industry as this sector adapts to a new environmental framework at sea. Bawat is an engineer-driven company that is rooted in the tradition of Danish maritime innovation. Bawat has a deep maritime insight and expertise and an extensive network in the sector. For these reasons, Bawat is seen as a trusted and professional partner. Read more: www.bawat.com

Apply to position here:

Apply To Position